

## Message Text

CONFIDENTIAL

PAGE 01 QUITO 05406 232238Z

11

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 041660

R 232206Z JUL 75

FM AMEMBASSY QUITO

TO USDOC WASHDC

INFO AMCONSUL GUAYAQUIL

SECSTATE WASHDC 6475

C O N F I D E N T I A L QUITO 5406

FOR BIC/OED/MEPD

E.O. 11652: GDS

TAGS: BEXP, EC

SUBJ: FOREIGN GOVERNMENT TENDER (EARLY WARNING)

1. IN RECENT DISCUSSION WITH EMBASSY AIR ATTACHE, COLONEL ALFONSO VILLAGOMEZ, ECUADOREAN AIR FORCE (FAE) CHIEF OF STAFF, MENTIONED FAE INTEREST IN PURCHASING AND INSTALLING A COUNTRY-WIDE AIR SURVEILLANCE RADAR NETWORK FOR COMMERCIAL AIR TRAFFIC CONTROL.

2. BEGIN CONFIDENTIAL. VILLAGOMEZ SAID NETWORK WOULD ALSO BE USED AS MILITARY ALERT SYSTEM. END CONFIDENTIAL.

3. VILLAGOMEZ DID NOT EXPLICITLY REQUEST OFFERS FROM US COMPANIES, BUT CONCURRED WHEN AIR ATTACHE SUGGESTED THAT FAE INTERESTS COULD BE BROUGHT TO ATTENTION OF USDOC AND HENCE OF MAJOR US SUPPLIERS.

4. COMMENT/RECOMMENDED ACTION: USAF REP IN MILITARY LIAISON OFFICE WAS ALSO APPROACHED BY VILLAGOMEZ ON SAME SUBJECT DURING PREVIOUS WEEK. MLO REP REMINDED HIM OF USAF OFFER TO SEND COMMUNICATIONS SURVEY TEAM IN LATE 74 TO DETERMINE FAE NEEDS AND OF LACK OF RESPONSE BY FAE. EMBASSY HAS NO FURTHER DETAILS AT THIS TIME. WE DO NOT KNOW, E.G.: IF FAE HAS FIRM INTENTION TO PURCHASE OR PROJECT IS MERELY GLINT IN VILLAGOMEZ' EYE; SOURCE OF CONFIDENTIAL

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FINANCING; AND COMPATIBILITY WITH OTHER CIVILIAN AIR

TRAFFIC CONTROL EQUIPMENT WHOSE PURCHASE NOW BEING CONTEM-  
PLATED. IT IS OBVIOUS, HOWEVER, THAT FAE HAS NO FIRM  
CONCEPT OF NEEDS. SUGGEST THAT INTERESTED US SUPPLIERS  
INITIATE CONTACT BY SENDING VILLAGOMEZ LETTER OF EXPRESSION  
OF INTEREST ALONG WITH AVAILABLE TECHNICAL OR PRODUCT  
LITERATURE. HOWEVER, IN VIEW OF HIGH COST OF SUCH SYSTEM,  
COMPANIES SHOULD NOT CONTEMPLATE ELABORATE PROPOSALS.  
MAILING ADDRESS AS FOLLOWS:  
CORONEL DE ESTADO MAYOR DE AVIACION ALFONSO VILLAGOMES CEDENO  
JEFE DE ESTADO MAYOR DE LA FAE  
MINISTERIO DE DEFENSA NACIONAL  
QUITO, ECUADOR  
BREWSTER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
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**Reference:** n/a  
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**Review Authority:** GolinoFR  
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**Review Date:** 09 SEP 2003  
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**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
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**Subject:** FOREIGN GOVERNMENT TENDER (EARLY WARNING)  
**TAGS:** BEXP, EC  
**To:** COM  
**Type:** TE  
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